

IN THE CLAIMS

Claims 4, 7-11, 18, 22-27 and 31-44 are cancelled. Claims 45-48 are new. Please amend the following claims which are pending in the present application:

1. (Currently amended) A computer system comprising:
~~a processor;~~
~~a video display subsystem including a video display and a video driver~~
~~component that is coupled to the processor;~~
~~a storage device on which data are stored, coupled to the processor; and~~
~~a memory in which a plurality of machine instructions are stored including a~~
~~forecast and revenue management tool that when executed by the processor~~
~~generates and displays forecast information corresponding to an organization by~~
~~performing the operations of:~~

~~enabling a forecast series block to identify~~ hierarchy data defining a hierarchy
structure of the organization ~~to be stored on the storage device, including data~~
identifying a hierarchical position of each members of the organization[[:]] ~~enabling,~~
to identify a date and time to generate a forecast, to identify members of the
organization to be included in generation of the forecast, the members derived from
the hierarchy, to identify forecast data corresponding to members of the
~~organization to be stored on the storage device; to be automatically analyzed to~~
generate the forecast, and to identify a visibility mode for the forecast;

~~enabling visibility rules that specify the forecast data that are visible to each member of the organization to be stored on the storage device;~~

~~enabling a forecast to be generated for any member of the organization for which a forecast is applicable, wherein each forecast that is generated is based on forecast data that are visible to the member to whom that forecast corresponds as specified by the visibility rules; and~~

~~displaying data corresponding to the forecast on the video display~~

~~an opportunity and revenue scheduling creation block to identify forecast data; and~~

~~a forecast creation block to generate the forecast.~~

2. (Currently amended) The computer system of claim 1, wherein the hierarchy structure comprises a plurality of management levels and wherein ~~execution of the machine instructions by the processor further performs the operations of:~~ the forecast series block is further to

~~enabling~~ define visibility rules that specify the forecast data that are visible to each management level of the organization to be stored on the storage device; and

~~enabling~~ wherein the forecast creation block is further to generate a forecast ~~to be generated~~ for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

3. (Original) The computer system of claim 1, wherein a forecast is generated for a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is $\leq n$ levels below a management level occupied by the manager.

4. (Cancelled)

5. (Currently amended) The computer system of claim 1, wherein ~~execution of the machine instructions by the processor further performs the operations of:~~ the opportunity and revenue scheduling creation block is further to

~~enabling~~ enable a member of the organization to submit a forecast to a superior; and

~~prevent~~[[ing]] the member from modifying the forecast after it has been submitted.

6. (Currently amended) The computer system of claim 5, wherein ~~execution of the machine instructions by the processor further to perform the operation of~~ the forecast creation block is further to present[[ing]] forecast data in a graphical format

that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

7 - 11. (Cancelled)

12. (Currently amended) A computer system comprising:

~~a processor;~~

~~a video display subsystem including a video display and a video driver component that is coupled to the processor;~~

~~a storage device on which data are stored, coupled to the processor; and~~

~~a memory in which a plurality of machine instructions are stored including a forecast and revenue management tool that when executed by the processor generates and displays forecast information corresponding to an organization by performing the operations of:~~

~~enabling a forecast series block to identify hierarchy data defining members of an organization and a hierarchical position held by of each member to be stored on the storage device; enabling forecast data corresponding to members of the organization to be stored on the storage device on the machine; determining , to determine an identity of a current forecast participant who is a member of the organization and using the computer system; identifying , to identify members of the organization who are subordinate to the current forecast participant based on the hierarchy data, to identify a date and time to generate a forecast, to identify~~

members of the organization to be included in generation of the forecast, the members derived from the hierarchy, to identify forecast data to be automatically analyzed to generate the forecast, and to identify a visibility mode for the forecast; an opportunity and revenue scheduling creation block to identify forecast data corresponding to the members of the organization; and

a forecast creation block to generate ~~generating~~ forecasts for one or more members of the organization who are identified as being subordinate to the current forecast participant~~[[;]]~~, and to present~~[[ing]]~~ forecast data to the current forecast participant ~~via the video display such that the current forecast participant may view forecast data specific to each of said one or more subordinate members and view forecast data that are aggregated across the forecasts of said one or more subordinate members.~~

13. (Currently amended) The computer system of claim 12, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected members of the organization who are subordinate to the manager, and wherein ~~execution of the machine instructions by the processor further performs the operations of~~ the forecast creation block is further to:

automatically ~~generating~~ generate a forecast for any member among said one or more selected members who has yet to submit a forecast; and

~~generating~~ generate a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that are automatically generated.

14. (Original) The computer system of claim 13, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

15. (Currently amended) A system comprising:

~~a computer server including:~~

~~a processor;~~

~~a video display subsystem including a video display and a video driver~~

~~component that is coupled to the processor;~~

~~a network adapter, coupled to the processor to enable the computer to send and receive data over a computer network;~~

~~a storage device coupled to the processor on which a plurality of interactive HTML software components are stored; and~~

~~a memory in which a plurality of machine instructions are stored that when executed by the processor performs the operations of:~~

a forecast series block to identify ~~providing access to~~ hierarchy data stored in a database defining a hierarchy structure of an organization, including data identifying a hierarchical position of members of the organization; ~~enabling~~ to identify rules that specify ~~[[the]]~~ forecast data that are visible to each member of the organization, to identify a date and time to generate a forecast, to identify members of the organization to be included in generation of the forecast, the members derived from the hierarchy, to identify forecast data to be automatically analyzed to generate the forecast, and to identify a visibility mode for the forecast ~~to be stored in a database;~~

an opportunity and revenue scheduling creation block to send[[ing]] data comprising a set of interactive HTML components via ~~[[the]]~~ a computer network to a client, a portion of which enable forecast data corresponding to members of the organization to be entered ~~into the database~~ via the client; and

a forecast creation block to generate ~~enable~~ a forecast ~~to be generated~~ for any members of the organization ~~for which a forecast is applicable~~, wherein each forecast ~~that is generated~~ is based on forecast data that are visible to the corresponding members ~~to whom that forecast corresponds as specified by~~ according to the visibility rules~~[[;]]~~, and to send[[ing]] forecast data corresponding to the forecast to the client ~~based in a manner that enables the forecast data to be~~ viewed by a user through use of the set of interactive HTML components.

16. (Currently amended) The computer system of claim 15, wherein the hierarchy structure comprises a plurality of management levels and wherein execution of the machine instructions by the computer server processor further performs the operations of: enabling of the forecast series block is further to define visibility rules that specify the forecast data that are visible to each management level of the organization ~~to be stored in the database; and~~

~~enabling~~ wherein the forecast creation block is further to generate a forecast ~~to be generated~~ for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

17. (Original) The system of claim 15, wherein a forecast is generated for a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is $\leq n$ levels below a management level occupied by the manager.

18. (Cancelled)

19. (Currently amended) The system of claim 15, wherein the ~~interactive HTML components further performs the operations of~~ forecast creation block is further to:

~~enabling~~ enable a member of the organization to submit a forecast to a superior; and

~~prevent[[ing]]~~ the member from modifying the forecast after it has been submitted.

20. (Currently amended) The system of claim 19, wherein ~~execution of the machine instructions by the computer server processor further performs the operation of enabling~~ the forecast creation block is further to enable the superior to which the forecast was submitted and/or a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast.

21. (Currently amended) The system of claim 15, wherein ~~execution of the machine instructions on the computer server processor further performs the operation of sending~~ the forecast creation block is further to send data to the client, and wherein the set of interactive HTML components enable the forecast data to be presented in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

22 - 27. (Cancelled)

28. (Currently amended) A system comprising:

~~a computer server including:~~

~~a processor;~~

~~a video display subsystem including a video display and a video driver component that is coupled to the processor;~~

~~a network adapter, coupled to the processor to enable the computer to send and receive data over a computer network;~~

~~a storage device coupled to the processor on which a plurality of interactive HTML software components are stored; and~~

~~a memory in which a plurality of machine instructions are stored that when executed by the processor performs the operations of:~~

~~enabling a forecast series block to identify hierarchy data defining members of an organization and a hierarchical position held by each member to be stored in a database, to determine an identity of a current forecast participant who is a member of the organization and using the client, to identify members of the organization who are subordinate to the current forecast participant based on the hierarchy data, to identify a date and time to generate a forecast, to identify members of the organization to be included in generation of the forecast, the members derived from the hierarchy, to identify forecast data to be automatically analyzed to generate the forecast, and to identify a visibility mode for the forecast;~~

an opportunity and revenue scheduling creation block to send ;sending data corresponding to a set of interactive HTML components via ~~[[the]]~~ a computer network to a client that enable forecast data corresponding to members of the organization to be entered by a user of the client ~~and stored in the database; and~~
~~determining an identity of a current forecast participant who is a member of the organization and using the client;~~
~~identifying members of the organization who are subordinate to the current forecast participant based on the hierarchy data;~~
generating a forecast creation block to generate forecasts for one or more members of the organization who are identified as being subordinate to the current forecast participant~~[[:]]~~, and to send~~[[ing]]~~ forecast data to the client to be displayed to the user via the set of interactive HTML components, ~~wherein the forecast data sent to the user enables the current forecast participant to view forecast data specific to each of said one or more subordinate members and view forecast data that are aggregated across the forecasts of said one or more subordinate members.~~

29. (Currently amended) The machine-readable media of claim 28, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected members of the organization who are subordinate to the manager, and wherein ~~execution of the machine instructions on the computer server processor further performs the operations of~~ the forecast creation block is further to:

automatically ~~generating~~ generate a forecast for any member among said one or more selected members who has yet to submit a forecast; and

~~generating~~ generate a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that are automatically generated.

30. (Original) The system of claim 31, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

31 - 44. (Cancelled)

45. (New) A method comprising:

identifying hierarchy data defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member of the organization;

identifying a date and time to generate a forecast;

identifying members of the organization to be included in generation of the forecast, the members derived from the hierarchy;

identifying forecast data to be automatically analyzed to generate the forecast;

identifying a visibility mode for the forecast; and

generating the forecast.

46. (New) The method of claim 45, wherein the hierarchy structure comprises a plurality of management levels and further comprising:

defining visibility rules that specify the forecast data that are visible to each management level of the organization to be stored on the storage device; and

generating a forecast for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

47. (New) The method of claim 45, further comprising presenting the forecast in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

48. (New) A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates forecast information corresponding to an organization by performing the operations of:

identifying hierarchy data defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member of the organization;

identifying a date and time to generate a forecast;

identifying members of the organization to be included in generation of the forecast, the members derived from the hierarchy;

identifying forecast data to be automatically analyzed to generate the forecast;

identifying a visibility mode for the forecast; and

generating the forecast.